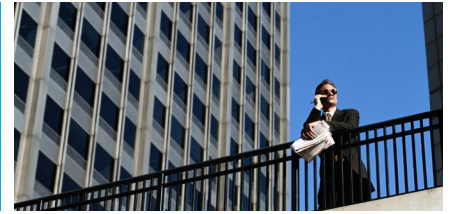


Energy Solutions for Commercial Real Estate



is an ENERGY STAR® Service and Product Provider Partner. We can help.

ENERGY STAR is the nationally recognized symbol for protecting the environment and saving money by using energy more efficiently. The ENERGY STAR approach is used by thousands of successful real estate owners and managers around the United States.

Energy Efficiency Benefits the Commercial Real Estate Industry, Your Tenants, and the Environment

As an ENERGY STAR Service and Product Provider Partner, we can help building owners and managers reap the financial and environmental benefits of superior energy efficiency. Energy use is the single largest operating expense in commercial office buildings, representing approximately one-third of typical operating budgets. Energy use in commercial buildings also accounts for almost 20 percent of annual U.S. greenhouse gas emissions.

Look to our ENERGY STAR expertise to help your organization:

- > Achieve operational excellence in your properties.
- > Reduce energy costs and operating expenses.
- > Increase asset value.
- > Enhance tenant satisfaction, attraction, and retention.
- > Increase occupant productivity and health.
- > Demonstrate environmental leadership by reducing greenhouse gas emissions that contribute to global warming.

Rising Greenhouse Gas Emissions

Over the next 25 years, greenhouse gas emissions attributed to buildings are projected to grow faster than any other sector, with emissions from commercial buildings leading the way—a projected 1.8 percent per year through 2030.

The Advantages of Energy Efficiency

Immediate gains can be achieved from improved energy efficiency, whether a building is relatively inefficient or already a top performer. You can turn pennies of savings into millions in asset value.

Recent CoStar data shows a bottom-line advantage for ENERGY STAR buildings. On average, as compared to other buildings, ENERGY STAR buildings in 2007:

- > Sold for approximately 15 percent higher prices on a per-square-foot basis.
- > Had higher occupancy rates.
- > Earned over 8 percent more in rental income per square foot.
- > Saved 10 to 20 percent in operating expenses.

In Focus

If a 300,000 square foot office building pays \$2 per square foot in energy costs: A 10 percent reduction in energy consumption is equal to an additional \$60,000 of NOI. At a 6 percent capitalization rate, this results in a potential asset value boost of \$1 million.

ENERGY STAR® is a U.S. Environmental Protection Agency program helping businesses and individuals fight global warming through superior energy efficiency. Learn more at energystar.gov.



Turn to an ENERGY STAR Service and Product Provider Partner

As an ENERGY STAR Service and Product Provider Partner, we have the experience and tools to implement energy-efficient strategies that are right for you. We follow the EPA Guidelines for Energy Management, a proven strategy based on ENERGY STAR Partners' successes, to gain control of energy consumption and costs.

Let Us Work with You To:

- > **Become an ENERGY STAR Partner.** We facilitate your commitment to energy excellence by helping you become an ENERGY STAR Partner.
- > **Assess Portfolio Energy Performance.** Using EPA's Energy Performance Rating System, we will work with you to evaluate your buildings' efficiency relative to similar buildings nationwide.
- > **Set Energy Performance Goals.** We help you set meaningful, achievable goals for new and existing buildings.
- > **Create and Implement an Action Plan.** Using the ENERGY STAR Building Upgrade Manual, we identify projects, prioritize opportunities, and establish energy efficiency plans. Recommendations begin with no- and low-cost improvements, and take advantage of capital investments and longer-term strategies that make financial sense.
- > **Calculate Financial Value.** To quantify and communicate the value of energy efficiency, we compute potential financial returns using EPA's Building Upgrade Value Calculator.
- > **Evaluate Your Progress.** We work with you to track energy reductions and financial savings against your goals, continually reassessing strategies along the way.
- > **Get Recognition for Your Achievements.** Buildings that rate in the top 25 percent of facilities in the nation for energy performance can qualify for the prestigious ENERGY STAR label. ENERGY STAR Partners also receive benefits from joining the program. Once you are a partner, we assist you in documenting and communicating project success. ENERGY STAR Partners can gain recognition through leadership awards, publicized case studies, and more.

"Whether you believe in global warming or not, you are going to be forced to execute. You need to put things in a business perspective. A high performance, sustainable building says we are doing our best for the environment and doing our best in terms of the employee and the business."

—Brenna Walraven,
Executive Managing Director,
USAA Real Estate Company, and
Chairman of BOMA International

To Begin Taking Advantage of the Benefits of Improved Energy Performance, Contact:

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